

NAVIGATION ... Use TAB or ARROW keys to move within this page ...
Use **ENTER only** to move to the next page or to create line breaks within multi-line response questions



[Help/FAQ](#)

[Definitions](#)

[Interview HOME](#)

[EDDix](#)

EDD Supplier Interview - Pricing

Welcome to the **Pricing** section of our Interview Guide.

Please take note of the **Links** available at the top of each page.

This section is divided into three topics:

- ▶ **General**
- ▶ **Scenario "A"**
- ▶ **Scenario "B"**

If you have not done so already, we suggest that you may wish to [review a description of the EDD Supplier Interview Guide](#) before proceeding further.

You do NOT have to complete this section in one session. You can exit the interview at the end of any page -- we will remember your answers. When you return to the interview, you can pick up where you left off. You may also change any answers that you previously entered.

IMPORTANT: ALL of your RESPONSES *in this section* are for ATTRIBUTION and PUBLICATION in our EDD Suppliers Profiles research project.

You should NOT provide any information your company deems CONFIDENTIAL or PROPRIETARY.

You may choose to not respond to any question ... but you will not have access to results for any question you don't answer.

If you have any questions, please contact us using the contact information provided in our email

Click on the CONTINUE button below to GET STARTED



1. PRICING APPROACH

How FREQUENTLY do you work to FIXED PRICE QUOTATIONS?

- ALWAYS
 NEVER
 VARIES - < 50% of ENGAGEMENTS
 VARIES - > 50% of ENGAGEMENTS

2. PROJECT MINIMUM

What is your MINIMUM PROJECT SIZE? (in DOLLARS)

3. PROJECT MANAGEMENT

SELECT the ANSWER that BEST DESCRIBES your FEE STRUCTURE for PROJECT MANAGEMENT SERVICES ...

- ALWAYS CHARGE SEPARATELY
 NEVER CHARGE SEPARATELY
 VARIES - SEPARATE CHARGES < 50% OF ENGAGEMENTS
 VARIES- SEPARATE CHARGES > 50% OF ENGAGEMENTS

4. CONSULTING

What are your PER DIEM RATES for EACH of the FOLLOWING ...

| | PER DIEM RATES |
|--------------------------------|----------------------|
| CUSTOMER SERVICE REP - On Site | <input type="text"/> |
| CUSTOMER SERVICE REP - Remote | <input type="text"/> |
| ENGINEER - On Site | <input type="text"/> |
| ENGINEER - Remote | <input type="text"/> |

5. LOAD FILE CREATION FEES

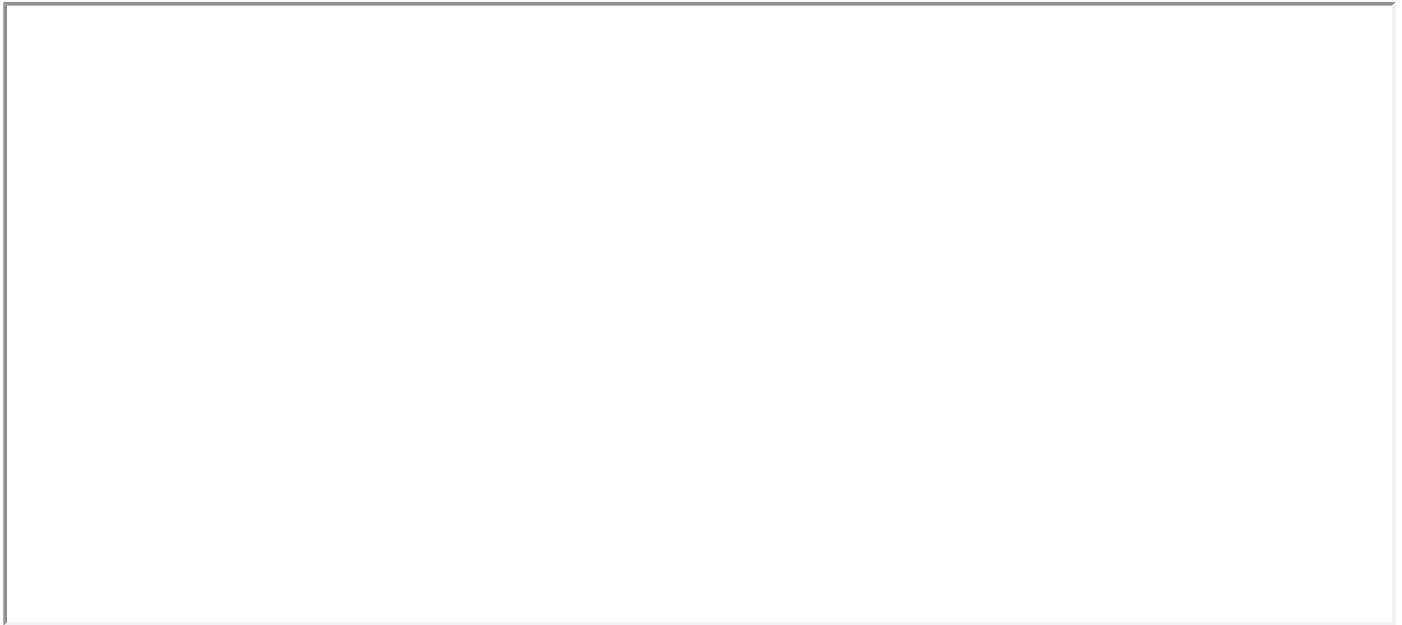
What is your PRICE PER PAGE to produce metadata, TIFF images and extracted text output into a loadable file format? (If qualified or variable pricing, please describe.) (You may use the ENTER key to separate entries within the response box for this question.)

6. OUTPUT TO TIFF

What are your FEES PER PAGE to create TIFF output for all documents? (If qualified or variable pricing, please describe.) (You may use the ENTER key to separate entries within the response box for this question.)

7. OUTPUT TO PAPER

What are your PRINTING FEES PER PAGE? (If qualified or variable pricing, please describe.) (You may use the ENTER key to separate entries within the response box for this question.)



Given the requirements set forth below, provide project cost estimates in response to the questions that follow.

NOTE: We understand that the requirements as described may not provide *all* of the information required for you to construct a precise price quote so we have provided opportunities for you to assign +/- ranges and assumption statements.

EDD Project "A" Requirements

- ▶ Extract and provide preliminary filtering for all email to/from 150 employees over the past two years. Email is equally distributed among eight Microsoft Exchange Servers located in eight separate facilities in the U.S. No relevant email documents exist outside of the servers. None of the email documents include attachments. Document volume is estimated to total 1,000,000 e-mail messages. Average email document length is one page (not including associated metadata). Filter by date, names (to: from: cc: bcc:), subject name. Extract and associate all metadata to each document. Assume all data is live on the servers.
- ▶ De-duplicate the above email data set. Assume a duplication level of 25%.
- ▶ Extract and provide preliminary filtering for MS Word and MS Excel documents from eight Windows NT servers located in eight separate facilities in the U.S. Document volume is estimated to total 250,000 files. Average email document length is four pages (not including associated metadata). Filter by name and initial

create date. Extract and associate all metadata to each document. Assume that all requested data exists on backup DLT tapes -- 12 tapes for each server. Assume there is no document duplication.

- ▶ Extract product data, from single Oracle DB, from 5 tables, average 30 fields per table. 15 full DB backups exist on DLT tape. Include all data that is product-oriented.
- ▶ Create and host a secure, on-line document database for Customer access and review. Assume 5 seats, 40 hours per seat per month for 6 months.
- ▶ Produce three sets of Bates-numbered, custom header and footer, paper documents. Page volume per set = 1,000,000 pages.
- ▶ Generate TIFF image files for each document produced.
- ▶ Total project completion time is 30 calendar days.
- ▶ ADDITIONAL ASSUMPTIONS: Client IT group is not compromised, not a target of the litigation, competent, and cooperative ... Material disruption of the client company's day-to-day business operations is not an option.
- ▶ If you need focus or amusement, you are welcome to make up any story you want about the underlying case facts

8. E-MAIL

ESTIMATED COST to EXTRACT, DE-DUPLICATE and FILTER E-MAIL ...

9. MS WORD and MS EXCEL DOCUMENTS

ESTIMATED COST to EXTRACT and FILTER MS WORD and MS EXCEL documents ...

10. ORACLE DB

ESTIMATED COST to EXTRACT and FILTER Product Data from the ORACLE DB ...

11. ON-LINE DOCUMENT DATABASE

ESTIMATED COST for ONLINE DOCUMENT DB including design, loading, and six months Customer access

...

12. E-DOCUMENT PRODUCTION

ESTIMATED COST to CREATE TIFF IMAGE FILES for final discovery documents ...

13. PRINT PRODUCTION

ESTIMATED COST to PRINT, COLLATE, BIND and DELIVER final discovery documents ...

14. ADDITIONAL CUSTOMER COSTS

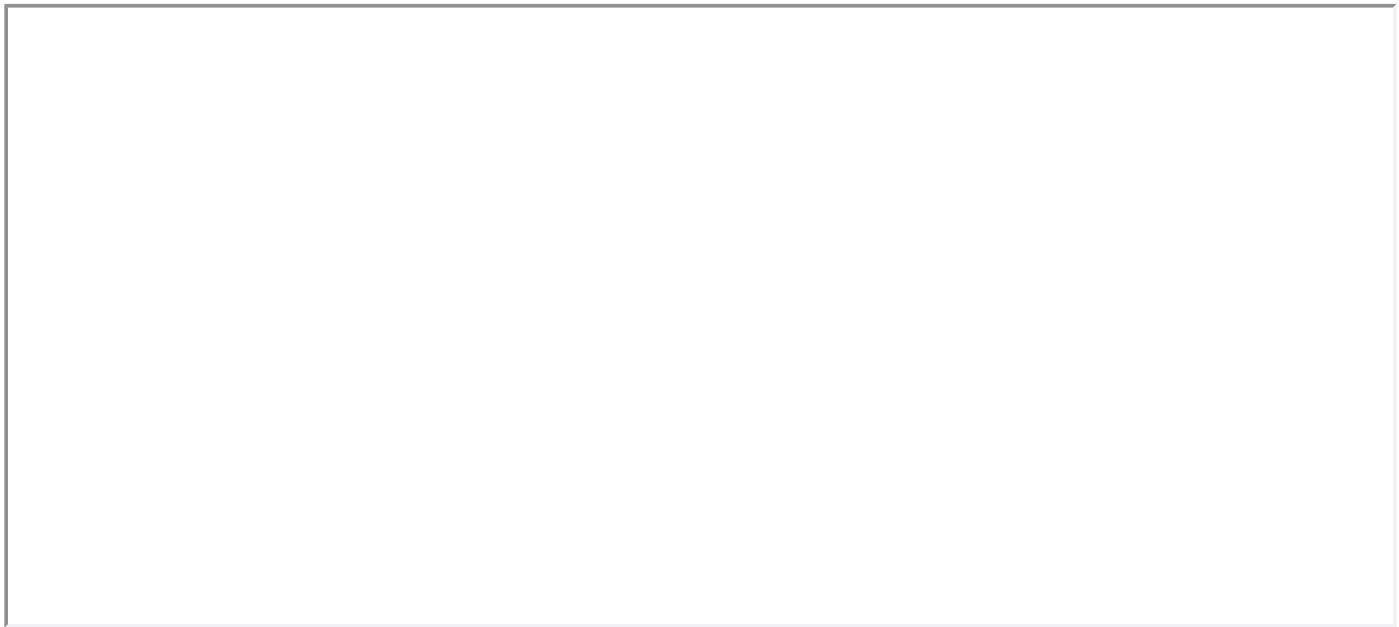
LIST any additional charges the CUSTOMER is likely to incur in this PROJECT for the PURCHASE, LEASE, RENTAL, or LICENSE of any SPECIALIZED HARDWARE or SOFTWARE from your company. (You may use the ENTER key to separate entries within the response box for this question.)

15. COST RANGE

ASSIGN a PERCENTAGE CONFIDENCE LEVEL to your COST ESTIMATES (+/- __%) ...

16. ADDITIONAL COST ESTIMATE PARAMETERS

LIST any ADDITIONAL MATERIAL ASSUMPTIONS you made in arriving at your COST ESTIMATE. (You may use the ENTER key to separate entries within the response box for this question.)



Given the requirements set forth below, provide project cost estimates in response to the questions that follow.

NOTE: We understand that the requirements as described may not provide *all* of the information required for you to construct a precise price quote so we have provided opportunities for you to assign +/- ranges and assumption statements.

EDD Project "B" Requirements

- ▶ Extract from Oracle Financial Software, the past 5 years of data. Data exists on a single server. Backups made weekly and monthly. Weekly backups kept 13 weeks, monthly 13 months, year-end backup existing for the past five years.
- ▶ Extract and provide preliminary filtering for all email to/from 22,000 employees over the past five years. Email is equally distributed among eight Microsoft Exchange Servers located in five separate facilities in the U.S. No relevant email documents exist outside of the servers. None of the email documents include attachments. Document volume is estimated to total 5,000,000 e-mail messages. Average email document length is one page (not including associated metadata). Filter by date, names (to: from: cc: bcc:), subject name. Extract and associate all metadata to each document. Assume all data is live on the servers.

- ▶ Extract and provide preliminary filtering for MS Word, MS PowerPoint, Text, and MS Excel documents from 300 servers, all Windows NT or Win 2000, located in clusters of 60 servers in each of five separate facilities in the U.S. Document volume is estimated to total 25 million files. Average email document length is 2 pages (not including associated metadata). Filter by name and initial create date. Extract and associate all metadata to each document. Assume that all requested data exists on backup DLT tapes -- 12 tapes for each server. Assume there is no document duplication.
- ▶ Extract product data, from single Oracle DB, from 5 tables, average 30 fields per table. 15 full DB backups exist on DLT tape. Include all data that is product-oriented.
- ▶ Extract all data from company web site. Includes 200 active pages (html/ASP), and backups for the past 3 years.
- ▶ Create CDs for all recovered non-filtered documents.

- ▶ Produce three sets of Bates-numbered, custom header and footer, paper documents. Page volume per set = 3,500,000 pages.

- ▶ Create and host a secure, on-line document database for Customer access and review. Assume 5 seats, 40 hours per seat per month for 6 months.

- ▶ Generate TIFF image files for each document produced.

- ▶ Total project completion time is 30 calendar days.
- ▶ **ADDITIONAL ASSUMPTIONS:** Client IT group is not compromised, not a target of the litigation, competent, and cooperative ... Material disruption of the client company's day-to-day business operations is not an option.
- ▶ If you need focus or amusement, you are welcome to make up any story you want about the underlying case facts

17. ORACLE FINANCIAL

ESTIMATED COST to EXTRACT and FILTER ORACLE FINANCIAL data ...

18. E-MAIL

ESTIMATED COST to EXTRACT, DE-DUPLICATE and FILTER E-MAIL ...

19. MS WORD, MS POWERPOINT, TEXT and MS EXCEL DOCUMENTS

ESTIMATED COST to EXTRACT and FILTER MS WORD, MS POWERPOINT, TEXT and MS EXCEL documents

...

20. ORACLE DB

ESTIMATED COST to EXTRACT and FILTER Product Data from the ORACLE DB ...

21. INTERNET SITE DATA

ESTIMATED COST to EXTRACT and FILTER INTERNET SITE DATA ...

22. ON-LINE DOCUMENT DATABASE

ESTIMATED COST for ONLINE DOCUMENT DB including design, loading, and six months Customer access

...

23. CD PRODUCTION

ESTIMATED COST to PRODUCE CDs housing ALL NON-FILTERED EXTRACTED DATA from ALL SOURCES ...

24. E-DOCUMENT PRODUCTION

ESTIMATED COST to CREATE TIFF IMAGE FILES for final discovery documents ...

25. PRINT PRODUCTION

ESTIMATED COST to PRINT, COLLATE, BIND and DELIVER final discovery documents ...

26. ADDITIONAL CUSTOMER COSTS

LIST any ADDITIONAL CHARGES the CUSTOMER is likely to incur in this PROJECT for the PURCHASE, LEASE, RENTAL, or LICENSE of any SPECIALIZED HARDWARE or SOFTWARE from your company. (You may use the ENTER key to separate entries within the response box for this question.)

27. COST RANGE

ASSIGN a PERCENTAGE CONFIDENCE LEVEL to your COST ESTIMATES (+/- __%) ...

28. ADDITIONAL COST ESTIMATE PARAMETERS

LIST any ADDITIONAL MATERIAL ASSUMPTIONS you made in arriving at your COST ESTIMATE. (You may use the ENTER key to separate entries within the response box for this question.)

END OF TOPIC AND SECTION

▶ Click the button below to **COMPLETE** the **INTERVIEW** for this **SECTION**

... You Are the Point ...

© EDDix LLC 2004 All Rights Reserved

